

Message Text

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ORIGIN COME-00

INFO OCT-01 EUR-08 ISO-00 EB-04 TRSE-00 RSC-01 /014 R

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DRAFTED BY:COM/OED/OBOD/OPS:CJREEVES

APPROVED BY:EB/OCA/REP:BEBYRON

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P R 252231Z OCT 74

FM SECSTATE WASHDC

TO AMEMBASSY LONDON PRIORITY

INFO USMISSION NATO

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E.O. 11652: N/A

TAGS: BEXP, UK

SUBJECT: NATO INFRASTRUCTURE PRODUCT OPPORTUNITY: U.K.
PROCUREMENT OF RADARS FOR SAXA VORD

REF: A. UNCLAS LONDON 13544, DATED OCT. 17, 1974

B. UNCLAS NATO 5837, DATED OCT. 21, 1974

1. INFORMATION IN REF. A PASSED TO TEN U.S. NATO ICB LISTED
FIRMS: WESTINGHOUSE, RAYTHEON, CARDION, BENDIX, RCA, TEXAS
INSTRUMENTS, SPERRY, UNIVAC, ITT, HUGHES, AND G.E.

2. WE STRONGLY SUPPORT SUBSTANTIVE ISSUES RAISED IN REF. B
REGARDING ITEMS 10 AND 13 IN QUESTIONNAIRE.

3. IN ADDITION, CONCERN HAS BEEN EXPRESSED BY U.S. FIRMS
THAT LETTER FROM U.K. MINDEF TO U.S. EMBASSY OF OCT. 8, ASKS
FOR RETURN OF NOTICE OF INTENT AND RESPONSE TO DETAILED
QUESTIONNAIRE BY NOV. 8. ON PROGRAM OF THIS IMPORTANCE AND
MAGNITUDE, DUE DATE COULD CAUSE ABNORMAL DISRUPTION OF
CURRENT CONTRACTUAL OBLIGATIONS.

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4. U.S. FIRMS FULLY FAMILIAR WITH LONG RANGE RADAR SUPPLY

CAPACITY WITHIN U.K. THEREFORE, TO FAIRLY EQUALIZE
COMPETITIVE ADVANTAGE FOR THIS NATO INFRASTRUCTURE
OPPORTUNITY, STRONGLY URGE THAT FOR RESOLUTION OF
QUESTIONS IN REF. B AND THIS TELEGRAM, EXTENSION OF DATE
FOR NOTIFICATION AND RESPONSE TO QUESTIONNAIRE BE
EXTENDED FOR NO LESS THAN 30 TO 45 DAYS. INGERSOLL

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